



December 8, 2017
Maryland Stadium Authority Board Room, The Warehouse @ Camden Yards
333 W. Camden Street, Suite 500 Baltimore
10:00am-12:00pm

Attendees:

Cabinet Members:

R. Michael Gill, Secretary, Department of Commerce, Chair
Robert McCord, Acting Secretary, Maryland Department of Planning (MDP)
Ken Holt, Secretary, Maryland Department of Housing and Community Development (DHCD)
Kelly Schulz, Secretary, Department of Labor, Licensing and Regulation (DLLR)
Jimmy Rhee, Special Secretary, Governor's Office of Small, Minority, & Women Business Affairs (GOSBA)
Ben Grumbles, Secretary, Department of Environment (MDE)
Earl Lewis, Jr., Deputy Secretary, Department of Transportation (MDOT) (call in)

Guests:

Yesim Karaman, Office of the Governor
Randall Nixon, Business Ombudsman, Office of the Governor
Jim Fielder, Secretary, Maryland Higher Education Commission (MHEC)
Michael Higgs, Director of Assessments & Taxation
Ben Wu, Deputy Secretary/COO, Department of Commerce
Horacio Tablada, Deputy Secretary, MDE
Jim Rzepkowski, Assistant Secretary, DLLR
Brad Wolters, DHCD
Linda Gilmore, DLLR
Linda Wilk, National Security Agency Fellow
Brady Walker, Department of Commerce
Steve Pennington, Department of Commerce
Greg Derwart, Department of Commerce
Julie Woepke, Department of Commerce
Bill Sorenson, Department of Commerce
Sharon Markley, Department of Commerce

I. Call to Order/Introductions of Members

Secretary Gill called the meeting to order and welcomed members and guests. He introduced and invited Terry Hasseltine, CSEE, Executive Director, Maryland Sports and Vice President, Maryland Stadium Authority (MSA), host of the meeting to provide welcoming comments.

Mr. Hasseltine presented background on Maryland Sports and reported that over 324 events occurred statewide this past year which resulted in an economic impact of over \$18.1 million. He referenced several major events which the organization is submitting host bids. The bids are diverse to include the 2026 World Cup, Fair Hill Equestrian Competition, and 2021 Women's Lacrosse Championship. He then answered questions of the Cabinet referencing the Phase 2 Study of Pimlico Race Track which is funded by the MSA.

II. Review and approval of September 21, 2017 Minutes

Upon motion duly made and seconded, the minutes of the September 21, 2017 meeting were approved.

III. Chair Update

Secretary Mike Gill highlighted a number of statistics tracked by the Department of Commerce and the Maryland Economic Development Commission. The statistics reflect a positive trend in the area of job growth, low unemployment, and business expansions. However, Baltimore City crime statistics are impacting perception thus affecting visitors and residents. The Cabinet discussed legislation that is slated to be introduced to provide additional policing by state agencies in the City and the need to engage businesses and elevate positive messaging. (Statistics on file.)

IV. Cabinet Workgroups

a. Customer Service

Greg Derwart, Managing Director, Administration & Customer Experience, Department of Commerce reported on Customer Experience Day, held on October 3, 2017, a national designation coordinated by the Customer Experience Professionals Association (CXPA). On that day the Governor issued a press release acknowledging the issuance of his Customer Service Initiative's 2017 annual report. Agency customer service liaisons also met that day and heard from guest speaker Ed Bodensiek, Chief Client Experience Officer at Miles & Stockbridge.

Mr. Derwart reported on the master contract for customer service training and process improvement consulting services which may be accessed through the Department of Budget and Management (DBM) website. It is a list of 19 vendor partners that can be utilized by any state agency, as well as counties and municipalities. He then referenced the Pew Charitable Trusts research on best practices across all 50 states and the launching of the Department of Commerce stakeholder survey to Maryland businesses and partners in January.

b. Workforce

Sharon Markley, Director, Education & Innovation, Strategic Industries & Entrepreneurship, Department of Commerce and Linda Gilmore, Manager, Office of Workforce Development, DLLR provided an update on the Workforce Dashboard. As discussed at the September meeting, the Workgroup identified the State of Ohio as a best practice website to capture an array of resources, programs and assistance for job seekers and employers and is seeking to develop a similar website.

The Workgroup proposed organizing a Taskforce comprised of representatives from workforce related state agencies to begin collecting and organizing resources for the website. Cabinet members were asked to submit names from their agencies to serve on the Taskforce and to provide other suggested agencies.

The Workgroup proposes a target date of June of 2018 to present the website prototype to the Cabinet with a target completion date of Fiscal Year 2019. (Presentation on file.) Secretary Schulz commended the efforts to date and supported the proposed next steps.

c. Mega Projects

Ben Wu, Deputy Secretary/COO, Department of Commerce provided a brief update on the five (5) top Mega Projects: 1) Federal Bureau of Investigation (FBI) headquarters – a two (2) month extension has been extended to the General Services Administration and FBI to report to Congress on next steps in identifying a new headquarters for the Agency; 2) & 3) Port Covington – Owners are awaiting a response to the Amazon HQ2 request for proposal; 3) Tradepoint Atlantic – Amazon announced plans to construct an 855,000 square foot fulfillment center employing 1,500 in November; 5) Project C.O.R.E. - Secretary Holt reported progress.

Secretary Holt reported that there is an increased scheduled as announced by the Governor to demolish vacant housing, particularly in high crime areas. 65 private non-profit have been awarded \$33 million resulting in \$300 million investment in the city. DHCD is working in parallel with the MSA who has demolished 1,500 homes. He added that DHCD has submitted a Pilot project to the U.S. Department of Housing and Urban Development (HUD) for a urban revitalization program which incorporates health, education, crime, housing and education. Discussion occurred among Cabinet Secretaries regarding efforts to improve the overall climate of Baltimore City.

Brad Wolters, Senior Geographic Information Systems (GIS) Specialist, DHCD and Julie Woepke, Executive Director, Maryland Economic Development Commission reviewed the latest version of the Mega Projects website and map. Since the Cabinet's September meeting, staff coordinate efforts with the assistance of the Department of Information Technology (DoIT) to create a hybrid website that allows public access for the landing page, map and project descriptions and a section for internal comments. Deputy Secretary Wu added that the Deputy Secretaries discussed the renaming of the project and offered Job Creators as the name of the website. A demonstration of the website was presented. Cabinet Secretaries agreed to forward the project to the Governor's Office for next steps.

V. Business Development Activity

Steve Pennington, Managing Director, Business & Industry Sector Development, Department of Commerce provided an update of recent wins reflecting 2,657 new and 563 retained jobs. He stated there were five (5) pending announcements reflecting 2,110 new and 329 retained jobs in addition to five (5) projects near commitment. Mr. Pennington reported on notable active new projects. He concluded by stating that in comparison to the same timeframe last year, potential new and retained jobs are up 10% , regional representatives meetings are up 3.5%, and platinum 500 visits up 10%. (Presentation on file.)

VI. Good of the Order

Deputy Secretary Earl Lewis provided updates on the I-270/I-495/MD295 Public Private Partnership (P3) Projects, Traffic Relief Plan and Hyperloop projects. Secretary Grumbles reported on the negotiations with Excelon on the Conowingo Dam and the importance of the Chesapeake Bay and a public private partnership to increase recycling organic waste. Acting Secretary McChord discussed federal budget impacts on the U.S. Census count and resulting implications. Secretary Schulz reported on the recent accident impacting construction of Monocacy Boulevard in Frederick.

VII. 2018 Meeting Dates

February, April, June, August, October, December

VIII. Adjournment

There being no further discussion and upon motion duly made and seconded, the meeting was adjourned at 12:00pm by Secretary Gill.